

SPAWAR



NDIA
NATIONAL DEFENSE INDUSTRIAL ASSOCIATION



Contracting Update

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SPAWAR Exec Dir for Contracts
Code 02A

STATEMENT A: Approved for public release; distribution is unlimited (26 OCTOBER 2005)

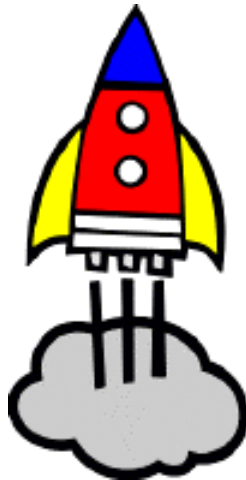
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Mind Games Sounds Like

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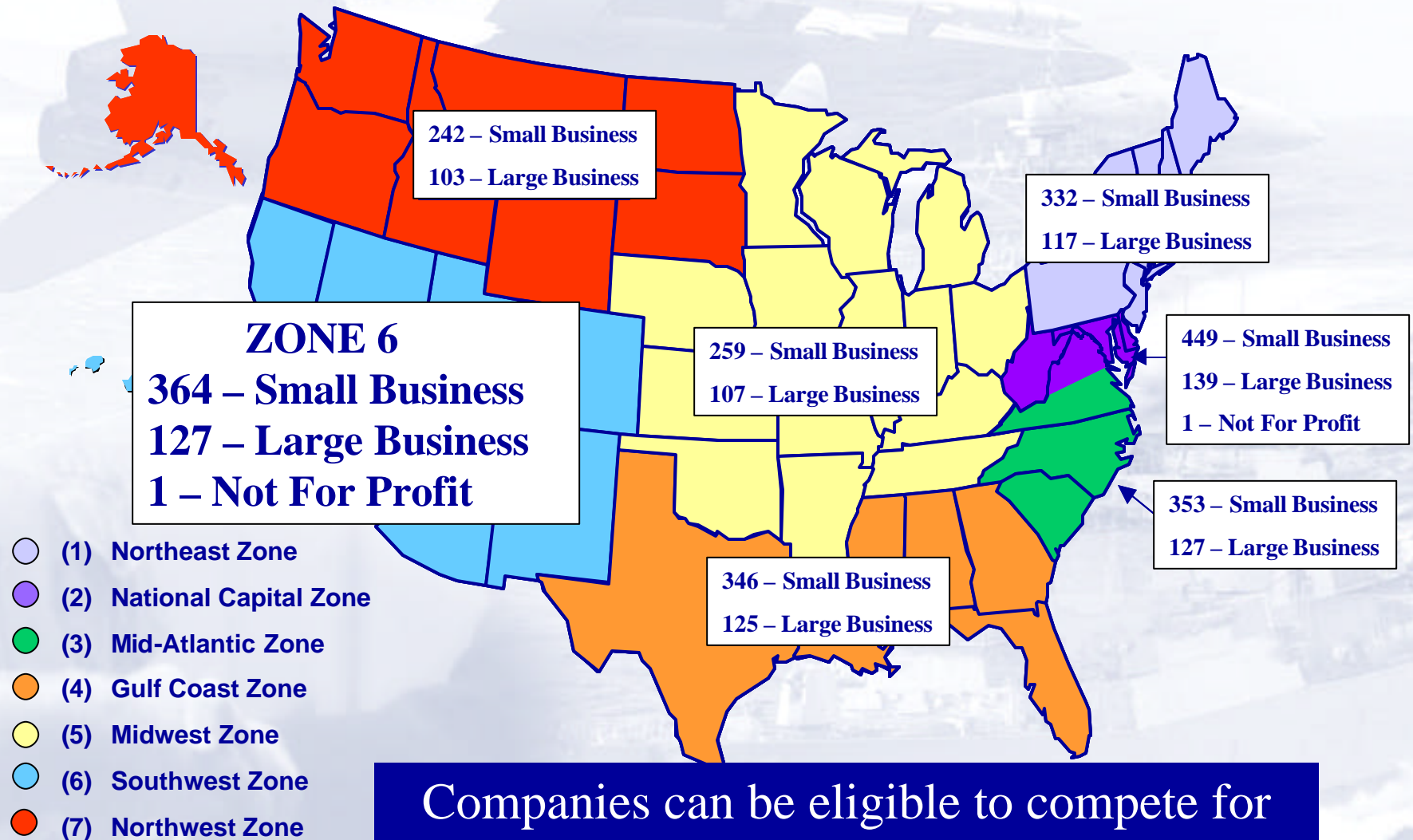


Outline

- SeaPort-e
- MSA
- LSI
- Unsolicited Research Proposals



SeaPort-e Zones



Companies can be eligible to compete for work in multiple zones



Why did we use SeaPort-*e*

- **Virtual SYSCOM initiative**
- **Centralized program administration, decentralized execution**
- **Easy to use, quick turn-around**
- **Competition, leveraged buying power**
- **Strong small business participation**
 - **Electronic review of requirements by small business specialists**
 - **Ability to easily set aside competitions for SB/8a/SDVOSB/HUBZone**
 - **Electronic review of actual subcontracting performance**
- **Electronic, real time reporting and business intelligence**



Navy-wide Results

Statistics reported Apr 10, 2001 – Oct 14, 2005

- **315 Task Orders awarded, \$2.49 billion total value**
- **Small Business**
 - **127 of 315 Task Orders to Small Business as Prime, 40%**
 - **Percent of total dollar obligations to small business at the prime level**
 - **Goal: 33% Actual: 33%**
 - **Percent of total dollar obligations to small business at the subcontract level**
 - **Goal: 20% Actual: 21% (as of Mar 31, 2005)**
- **Average days to award: 71**
- **Fair opportunity provided on all 315 Task Orders**
- **Orders placed by all Virtual SYSCOM, except NAVFAC**



SPAWAR HQ Results

Statistics reported Jun 1, 2005 – Sep 30, 2005

- **14 Task Orders awarded, \$40 million annual, \$183 million (basic + options)**
- **Small Business**
 - **5 of 14 Task Orders to Small Business as Prime, 35%**
 - **\$11 million of \$40 million as prime, 27%**
- **Competition**
 - **Fair opportunity provided on all 14 Task Orders**
 - **10 of 14 Task Orders received more than one proposal**
 - **Average proposals received per solicitation: 2.5**
- **Average days to award: 97**
- **11 actions pending with start dates between Nov 1 and Jan 1, estimated \$16M**



Cascading Set-Aside

- Cascading set-asides will **NOT** be used at this time
 - Currently not necessary to use cascading set-asides to meet program goals for small business participation
 - Almost universally negative response to cascading set-asides from industry



Rolling Admissions Status

- Clause in the IDIQ contracts allows for the award of additional prime contracts
- Contractors interested in becoming Prime MAC holders in SeaPort-e will be able to submit proposals during the next scheduled Rolling Admissions period
 - **Determination to be made prior to the end of CY 2005 as to whether a “Rolling Admissions” procurement will be conducted in CY 2006**
- Information pertaining to the next Rolling Admissions will be publicized within the SeaPort website (<http://www.seaport.navy.mil>) and also within FedBizOpps (<http://www.fedbizopps.gov>)



Major Services Acquisition (MSA) Metrics

Description	PM Contracts	ELITE Contracts	Total
PRs Received	62	22	84
Task Order (TO) Request for Proposals (RFP) issued	62	22	84
TOs Awarded	60 39 Enterprise 21 Program	20	80
AVG PALT (goal = 30 days)	38 days	44 days	41 days
Total ceiling awarded (dollars)	\$445M	\$135M	\$580M
Total obligations (dollars)	\$118M	\$41M	\$159M
Total ceiling awarded (hours)	4,908,921	1,388,953	6,297,647
Total funded (hours)	1,322,426	472,221	1,794,647



Lead Systems Integrator Initiatives

<i>Customer</i>	<i>Description</i>	<i>Contracting POC</i>	<i>Way Forward</i>
PMW 150	C2 LSI	Ellen Polen Mark Schweer	<ul style="list-style-type: none">• Industry Day Aug 05• RFI closed• Responses being reviewed• Est. RFP Mar 06
PMW 160	C4I Networks	Dave Ryan	<ul style="list-style-type: none">• Draft PWS in progress• Draft RFP est. Jan 06• Industry Day est. Feb 06
PMW 790	Tactical Switching	George Petersen LCDR Dini Nancy Sterling	<ul style="list-style-type: none">• RFI closed• Responses being reviewed• VPO being established

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Unsolicited Research Proposals

- **Posted process for vendors to send Unsolicited Research Proposals electronically on E-Commerce**
- **Improve receipt and tracking of unsolicited proposals at our Command and the System Centers**
 - **As the vendor submits the Proposal it goes to identified people at each SSC and at Headquarters**
 - **HQ - Ken Kennedy**
 - **SSC-CH - Donna Murphy**
 - **SSC-NOLA - Ed Wallace**
 - **SSC-SD - Keith Leung**
 - **Once received it will be simple to route and get evaluations from the technical SMEs**
- **Includes Guide and FAQ section – including defining what is and isn't an unsolicited proposal**

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Welcome

A Message from our Commander

"As the Navy's C4I experts, we listen to our customers and find the right solutions for their C4I challenges. In response, we emphasize providing information solutions versus just information systems." [Read more](#)

RADM Kenneth Slaght

News

NEW [Information on Submitting your Electronic Proposal, Market Survey Response and Electronic Unsolicited Proposals...](#)

UPDATED >> [Modification to USV WORKSHOP ANNOUNCEMENT](#)

>> [The 9th Annual "SPAWAR / Industry Conference 2005" - The 9th Annual "SPAWAR / Industry Conference 2005" will be held November 08 - 10, 2005, at the Bahia Hotel, Mission Bay, San Diego, Calif...](#)

[Other News...](#)

Recently Issued Solicitations

N66001-06-R-0029	C4I SYSTEMS ENGINEERING
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Soon-to-close Solicitations

N66001-06-Q-0001	CARGO/TRAILER COVER/RAIL KIT
N66001-05-R-5021	MARITIME AND LITTORAL SURVEILLANCE TECHNOLOGIES

SPAWAR Space and Naval Warfare Systems Command

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Done Internet



What is an Unsolicited Proposal?

“Unsolicited proposal” means a written proposal for a new or innovative idea that is submitted to an agency on the initiative of the offeror for the purpose of obtaining a contract with the Government, and that is NOT in response to a Request for Proposals, Broad Agency Announcement, Small Business Innovation Research topic, Small Business Technology Transfer Research topic, Program Research and Development Announcement, or any other Government initiated solicitation or program (FAR 2.101).



What is NOT an Unsolicited Proposal?

“Advertising material” - Material designed to acquaint the Government with a prospective contractor’s present products, services, or potential capabilities, or designed to stimulate the Government’s interest in buying such products or services.

“Commercial item offer” - An offer of a commercial item that the vendor wishes to see introduced in the Government’s supply system as an alternate or a replacement for an existing supply item. This term does not include innovative or unique configurations or uses of commercial items that are being offered for further development and that may be submitted as an unsolicited proposal.

“Contribution” - A concept, suggestion, or idea presented to the Government for its use with no indication that the source intends to devote any further effort to it on the Government’s behalf.

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